



City of Somerville
Public Private Partnership



**CONFIDENTIAL DRAFT FOR INTERNAL
REVIEW AND POLICY DEVELOPMENT**

**City of Somerville
Public-Private Partnership Showcase**

Request for Information (RFI)

Introduction

The City of Somerville, Massachusetts is hosting a Public-Private Partnership (P3) Showcase on Thursday, July 20, 2017 to present its citywide capital infrastructure program and economic development priorities and solicit market feedback regarding potential public-private partnerships. In conjunction with the Showcase, the City may elect to arrange individual one-on-one meetings with organizations (firms or consortia) that have undertaken similar projects or demonstrated the ability to do so. A copy of the Capital Improvement Plan, as well as additional background documents, can be downloaded at www.somervillema.gov/p3.

While not required to register for the event, any organization wishing to request a one-on-one meeting with the City MUST submit a completed response to this RFI by July 13, 2017.

Effect of this RFI

This RFI is an inquiry only and is not a formal solicitation or initiation of a procurement process. Submissions will not be formally evaluated or scored. No contract or agreement will be entered into as a result of this RFI. This RFI does not represent a commitment to issue a Request for Qualifications (RFQ) or a Request for Proposals (RFP) in the future, or a commitment that any subsequent procurement, if issued, will reflect any delivery approach described herein.

Submission or responses to this RFI is not a prerequisite for participating in any future procurement(s). Participation in this RFI and ensuing P3 Showcase, or an election not to participate, will not confer on any respondent any preference, special designation, advantage, or disadvantage whatsoever in any subsequent procurement process related to any project described herein.

Response Submissions

Respondents are asked to provide responses only to the questions indicated herein, together with a brief cover letter. Respondents are not required to address all projects or respond to all questions. Total page count for the Response shall not exceed ten (10) pages.

Marketing materials from respondents are not required or encouraged as part of a written response. All responses shall be submitted in electronic form (PDF format).

Respondent's submission shall be delivered by email to Sunayana Thomas, Senior Economic Development Planner, stthomas@somervillema.gov, on or before Thursday, July 13, 2017.

The 'Firm Name' and 'Somerville P3 Showcase RFI' should be clearly indicated on the cover page of the RFI response PDF file.

Disclosure of Information Contents

Respondents submitting business or other information pursuant to this RFI should be aware that request for information are processed in accordance with applicable law. Respondents submitting business information pursuant to this RFI should consult with the state's public records law, G.L. c. 7, § 4(26) and G.L. c. 66, §§ 10, 10A and related regulations, concerning the release of such information to third parties. The City may disclose submission received to this RFI to non-government advisors. It is not the intention of the City that Respondents submit confidential or sensitive business or other information in response to this RFI.

Information Sought

Responses to this RFI shall be deemed complete by providing answers to each of the following in the order presented below:

1. Please briefly provide the following descriptive information for the Respondent.
 - a. Name and contact information of Respondent and its team members (if responding as a consortium);
 - b. Describe principal business for Respondent and its team members (if any); and
 - c. Names and biographies of key personnel, including those attending the Showcase.
2. What potential interest do you represent in relation to any eventual P3 project (e.g. lead developer, design-build contractor, equity investor, operator, or other)?
3. Please provide a brief description of the organization's lines of business and experience in the delivery of:
 - a. Public-Private Partnerships. Provide examples to demonstrate the organization's experience and successful participation in the design, construction, financing, operation and/or maintenance of capital building and infrastructure projects, including but not limited to long term lease and concession agreements.
 - b. Energy Saving Technologies. Provide examples of experience relating to energy savings performance contracts, installation of energy saving equipment and/or waste-to-energy technologies.

- c. Smart City Technologies. Provide examples of experience related to the deployment of Smart City technology, such as WiFi broadband sensors, fiber optic deployment, district energy, and transit and mobility solutions.
- 4. Local Contracting Partners. Provide examples of past experience of partnering with Small Business Enterprises, Disadvantaged Enterprises and/or Minority Business Enterprises.

One-on-One Sessions

No aspect of the one-on-one sessions is intended to provide any attendee with access to information that is not similarly available to other potential respondents in any subsequent procurement, and no part of the evaluation of proposals in any subsequent procurement will be based on the conduct or discussion that occur during these sessions. Attendees shall not seek to obtain commitments from the City in the sessions or otherwise seek to obtain an unfair competitive advantage over any other potential proposer. Any written or verbal information provided by the City may not be relied upon and will not be binding. The City will be entitled to use all information received or related during discussions at the Showcase and confidential or proprietary information should not be provided.

The one-on-one sessions will be limited to 30 minutes. The City anticipates discussing the following topic areas:

1. In general, do you believe that the City portfolio lends itself to alternative finance and delivery structures, such as P3 and other forms of private investment?
 - a. Which project or project purposes are best positioned for P3 delivery?
 - b. Which project or project purposes are least aligned to alternative delivery and why?
 - c. What are the biggest opportunities and constraints for the projects during the Showcase?
2. Given your current understanding of the City and its capital project priorities, briefly respond to the following:
 - a. Can P3 assist the City to deliver on its objectives in a timely and cost-effective manner?
 - b. How, if at all, could P3 promote efficiency in the delivery of City infrastructure and Smart City Services?
 - c. How, if at all, would P3 or similar structures generate better value for money for project beneficiaries including the City?
3. If the City were to pursue a P3 for one or more projects, would this be something your firm would be willing to consider (assuming that the transaction is generally well structured and financially viable)? If not, why not.

4. In your opinion, what key risks and responsibilities would the City need to retain under P3 structures?
5. What specific project or project types would you be most interested in considering if City was to pursue a P3 initiative?
6. Please provide any additional insights, suggestions, or concerns that the City should consider as it continues to develop its approach to the projects discussed at the Showcase.

End of Document

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